2048597227

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

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Confidential

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

2048597229

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Consumer Outreach
Consumer Data Base

*5/6/93

Lead Responsibility: PM: Janice McDaniel
RJR: Randy Thompson, J. Ellis

ETS ☐ FET ■
as
Time Line:
-RJR /PM Data base merge - end of March
-Message Development - Ongoing

Description: Insure direct mail capability exists to reach entire data base with a message on ETS and/or excise taxes. Need Mass Mobilization of unduplicated people in PM's and RJR's data base. Provide means for both written and telephone communications with Congress and the White House on excise tax issue.

Action:
-WRO to identify targets.
-Initiate legal review.
-Initiate technical review.
-Collaborate to determine whether same message can go to data base of both companies.
-PM/RJR teleconference with report book.
-Tom Griscom having Randy Thompson coordinate with PMUSA. They are working on all action items to get ready for mass mailing.

Budget: TBD/Split with RJR

2048597230

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Consumer Outreach* *Redemption Stuffers*

*5/6/93

Lead Responsibility: PM: Jim Spector, Janice McDaniel
RJR:

ETS ☐ FET ■

Time Line:
*Due Mid May, 1993

Description: Design cards on ETS and on the Excise Tax issues for insertion in all packages fulfilled out of Kankakee and Lafayette fulfillment centers. Also prepare cards to be inserted in outgoing branded direct mail pieces and carton stuffers.

Action:

-Coordinate points with RJR.
-Develop estimate of number of fulfullment packages.
-Exploring logistics of carton stuffers.
-Developing schedule of branded direct pieces to be mailed over the remainder of year.
*Preview insert copy: Week of April 26.
-RJR is working on their copy for ETS and should have it by 3/19/93; they are also at work on FET piece.
-Coordinate Points with RJR week of 3/15/93.

Budget: TBD

2048597231

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

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2048597232

Oakland

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Business Outreach* *Trade Meetings*

*5/6/93

Lead Responsibility: PM:
RJR: Tom Griscom

ETS ■ FET ■

Time Line:
April 15, 1993

Description: How do we make presentation to trade groups? Need to develop a plan to meet.

Action:
-Tom Griscom to develop a list of trade groups.

Budget:

2048597233

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Business Outreach
Direct Mail to CEO'S

*5/6/93

Lead Responsibility: PM: James Ramsay
RJR: Seth Moskowitz

ETS ■ FET ❐

Time Line:
-April 15, 1993

Description: Present ETS arguments to leading CEO's in a CEO to CEO letter. Include accommodation program description and information on how we can help.

- Target companies considering bans
- Also CEO to trade group letters, EX: WIC to NATD, WIC to NACS, etc.

Note: Tom Griscom reports that McDonald's franchises met in Washington, DC and complained to corporate McD's about the smoking ban. When asked, not one of the franchise owners supported the ban.

Action:
-WIC letters to other CEOs, using Merck Model; drafted.
WIC letter to Merck Chairman approved by WIC and Legal. Final to WIC for signature. This letter is a model - others are being written to chairs of Pepsi and other labor corps.
-Bill Campbell - T.J. O'Brien - Dial Corporation.
-MAM send letter to McDonald's with follow-up briefings/Presentations. (Prepared by Ellen Merlo)
-Meeting of all franchise owners of McDonald's in Washington, DC.
-Develop a generic letter. Get copy to Kathleen Linehan
-Griscom give us contacts from Gerstner.
-Some would go jointly.
-Craig Fuller will pull letter used and copy Tom Griscom.
-Steve Parrish setting meeting with Kraft and Reps of McDonald's.
-Assembling other recommendations.
-Indicate letter for MAM.
-WIC and other PM CEO letters being drafted. Copy due 3/18/93. (Done)

Budget:

2048597234

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Business Outreach
Business Roundtable

*5/6/93

Lead Responsibility: PM: Craig Fuller
RJR: B. Oglesby

ETS ■ FET ❐

Time Line:
April 9, 1993

Description: Advise BRT members of threat to business posed by EPA/OSHA indoor air regulations. Seek participation in coalition.

Action:
-Send Accommodation letter
-Need materials
-Chairman to Chairman communication letter (B. Oglesby / Craig Fuller)

Budget:

2048597235

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Business Outreach* *Chambers of Commerce*

*5/6/93

Lead Responsibility: PM: Vic Han
RJR: Roger Beahm

ETS ■ FET ■

Time Line:-
-April 1993

Description: Reach business audience with our message on ETS and Excise Taxes through participation in Chamber of Commerce economic forums over the next several months.

Action:

- Schedule Task Force "spokesperson" into Chamber events.
- Draft basic speeches.
- Ask PM employees who participate in Chambers of Commerce to present our "white papers" for distribution.
-Invite Chamber groups to New York to visit PM.
-Jim Miller - Former OMB Director.
-Hold meetings with Executive Directors at PM in New York.
-USSA - Dave Bretton's review tapes from Crossfire.
-Have Dave Bretton come to New York to meet with Vic and Roger Ailes.
-Check to see what PM/RJR have done with Bretton before.
-Burson needs to lay out plan.
-Tom Griscom and Craig Fuller agreed Burson should develop the Chamber of Commerce outreach plan to determine where we might be able to place spokespeople.

Budget:

2048597236

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Business Outreach
National Association of Manufacturers

*5/6/93

Lead Responsibility: PM: Roy Marden
RJR:

ETS ■ FET ■

Time Line:
-Due May 1, 1993 - FET
-Due March 15, 1993 - ETS

Description: Give support for our indoor air regulation proposal. Alert members to EPA/ETS related issues.

Action:
-Make contact: Due March 15

Budget:

2048597237

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

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2048597238

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Advocate Outreach* *Mass Mailing*

*5/6/93

Lead Responsibility: **PM:** Lance Pressl, Janice McDaniel, Bob Reese
Chris Donohue
RJR: Randy Thompson

ETS ☐ FET ■

Time Line:
Due late March 1993

Description: 1.25 million piece directed to volunteer "advocates" will generate approximately 200 letters to each legislator. 240 (WRO to determine) targeted Members of Congress. Self-mailer to drop late March to produce results in April/May.

-Message -Fight monster taxes
-Regressivity
-Jobs at risk

Action:

-Joint list developed with RJR/TI. Janice McDaniel attended meeting on 3/22 in WDC to finalize.
-Mail piece sent to New York on 3/23/93.
-Creative under development/Done.
-Waiting for targets from WRO/Done.
-Message points to be determined by WRO/Done.
-Need to develop message./Done.
-WRO has to give direction on message./Done.
-What amount should be in Communication $2, $1, .50, .24?/Done.

Budget: $450,000

2048597239

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Advocate Outreach
Volunteer "Advocates"

*5/6/93

Lead Responsibility: PM: Bob Reese, Janice McDaniel
RJR: Randy Thompson

ETS ☐ FET ■

Time Line:
-Completed

Description: Activate the volunteer "advocates" in our systems and begin phone bank operations to generate calls to Congress on excise taxes. Generate 200 calls each to key legislators: House Ways & Means, Senate Finance, Leadership, White House, Mrs. Clinton's Office. Calls spread over 4-5 day span and direct connect process will be used. Split target with RJR.

•Develop "quick response" program allowing us to contact, within 24 hours, Administration officials or Members of Congress making statements in opposition to tobacco excise tax.
Note: Develop generic scripts and approve generic scripts for phone backs and letter writing.

Action:
-Set up phone bank operations/ Done.
-Activate calls to targeted committee members / Done.
-Optima in Washington, DC to provide final report./Done.

Budget: PM - $175,000
RJR - N/A

2048597240

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

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2048597241

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Grassroots Effort*
Quick Response to Phone Bank

*5/6/93

Lead Responsibility: *PM:* Jim Spector
RJR:

ETS ☐ FET ■

Time Line:

Description: How to respond with phone banks very quickly to any new initiatives or proposals concerning FET.

Action:

*Procedures in place to respond within 24 to 48 hours.

Budget:

2048597242

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Grassroots Effort Letters

*5/6/93

Lead Responsibility: *PM:* James Ramsay
RJR:

ETS ☐ FET ■

Time Line:
Due March 22, 1993

Description: Convenience Store Owners (WIC), PM Invitational (MAM), Growers, Customers, Venders, Phil-PAC Contributors.

Local Unions, Pass resolutions, articles for publications.

State CARTs, mobilizations.

Action:

-25 LTE's (10 retailers, 15 smokers) opposing FET drafted.
-Six Op-eds drafted opposing FET.
-CART - Data to be provided by Derek Crawford. CART op-eds will be delivered to Tina Walls for distribution one week after data is received.
-Phil-PAC Shareholders - MAM letters to these groups awaiting approval.
-Individual WIC letters to customers, venders, growers to be sent out week of 4/5/93.
-Letters submitted - Ellen Merlo will forward on 3/15/93

Note: Eagle Alliance allows RJR to reach marketing people, suppliers, growers and others. They are preparing for their direct mail effort and will coordinate with Jay Poole.

Budget:

2048597243

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Grassroots Effort* *Unions*

*5/6/93

Lead Responsibility: PM:
RJR:

ETS ☐ FET ■

Time Line:
Due March 22, 1993

Description: Checking with Roger Penske to see who he can call to help us on FET. (Kirkland)

Action:
-WIC to meet with BCT leaders.
-Consider TI role.
-Follow-up on results.

Budget:

2048597244

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Grassroots Effort*
Public Affairs / Group Outreach

*5/6/93

Lead Responsibility: PM: Frank Gomez
RJR:

ETS ■ FET ❐

Time Line:
-Ongoing

Description: Resolutions of support on ETS.

Action:
-Draft resolution for groups to use.

Budget:

2048597245

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Grassroots Effort* *Employees*

*5/6/93

Lead Responsibility: PM: Chris Donohue, Jay Poole, Jim Ramsay
RJR: Tom Augburn (Eagle Aliance - tabs into sports, marketing, suppliers, growers)

ETS ☐ FET ■

Time Line:
-March 22, 1993

Description: Company wide alert should be sounded to enlist company employees in the effort. The alert should be in the form of a communiqué from MAM and WIC or other senior executive and be sent, at a minimum, to all operating company managers/Jay Poole. The message should concisely state the nature of the threat and strongly suggest that all employees contact their Congressional representatives.

Action:

-WIC letters to PMUSA employees plus sample letters and points received by all employees.
-Nearly 3000 letters have been mailed from employees at the three plant locations. This number includes letters sent by union employees. Responses have been received by Senators Faircloth of North Carolina, Warner of Virginia and McConnell which express strong support for our position on FET. Efforts are ongoing to generate more letters. I have not yet seen any responses from the White House. - JSP
-WIC message to be sent to all PMUSA employees, including points to be made to legislators and sample letter on 4/5/93.
-MAM and other CEO messages will be sent after approvals.
-Initiate copy development.
-Select employee groups have been contacted by Jay Poole as of 3/10/93.
-Plant Communities.
-Sales Force.
-Letters being reviewed by Ellen Merlo - will mail week of 3/15/93.
-Copy for MAM, WIC and other CEOs of other PM operating companies prepared for review 3/12/93. (Done)
-Mike Szymanczyk memo prepared for sales force 3/10/93.

Budget: Materials in preparation

2048597246

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Grassroots Effort Suppliers

*5/6/93

Lead Responsibility: PM: Alan Miller, Richard Klemp, Peggy Martin
RJR:

ETS ■ FET ■

Time Line:
-End of March, 1993

Description: Insure direct mail capability exists to reach senior officer in supplier companies with message on ETS and/or excise taxes. Joint letters.

Action:
-Suppliers in TN, KY, VA and NC have been asked to generate letters. We don't have a hard number as to how many may have been written, but we estimate that several hundred suppliers have been asked to write Members.
-Prepare updated list of venders from operating companies.
-Send Accommodation letter.
-Initiate copy development.

Budget:

2048597247

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Grassroots Effort Accommodation - Hosp. / Indust.

*5/6/93

Lead Responsibility: PM: Lance Pressl
RJR: Tim Harris

ETS ■ FET ❐

Time Line:
-April 15, 1993

Description: Provide viable alternatives to mandated smoking restrictions and bans.

Action:
-Waiting to review McDonald's smoking ban study with the Wirthlin Group.
-Continue outreach programs to high profile restaurants/hotel chains, associations and industry leaders. (Bowling proprietors, D.C. Restaurant Assoc., Oklahoma Restaurant Assoc., and Hospitality Assoc. contacted this past week.)
-Liner coalition building efforts to legislative battles.
-Reinforce accommodation program with consumer pull-through.
-Economic impact studies.

Budget:

2048597248

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Grassroots Effort Accommodation - Airport

*5/6/93

Lead Responsibility: PM: Lance Pressl
RJR: Tim Harris

ETS ■ FET ❐

Time Line:
-April 15, 1993

Description: Maintain smoking areas in terminal and airline clubs.

-RJR works with Marriott

Action:
-Rhode Island airport accommodation lounge in full operation.
-Develop outreach programs.
-Provide technical assistance.
-Develop signage.

Budget:

2048597249

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Grassroots Effort Accommodation - Workplace

*5/6/93

Lead Responsibility: PM: Lance Pressl, Steve Parrish
RJR: Rob Meyre

ETS ■ FET ❐

Time Line:
-April 15, 1993

Description: Provide legal, economic and technical support to businesses considering smoking bans or restrictions.

Action:

PM/RJR working on Restaurant Guide (coordinate).
-Seton name plate sign catalog will offer accommodation signage.
-Catalog to be distributed to PMUSA venders.
-Develop model smoking policy.
-Develop arsenal of technical recommendations to upgrade ventilation system.
-Assemble "case studies" for publication.
-Identify/target key industries, e.g., manufacturing, small businesses etc.
-Parrish to review with Wayne the legal aspects.
-Activating plan for California (TAW/DL/APCO).

Budget:

2048597250

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

2048597251

Classified

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Government Affairs
State CARTs (WEST)

5/6/93

Lead Responsibility: **PM:** Tina Walls/Field West
RJR:

ETS ☐ FET ■

Time Line:
-Ongoing

Description: Organize retailers and other appropriate coalition members to call, write and/or meet with targets.

Action:

*Action plans have been drafted by the following state CARTs: CA, LA, MT, OR.
*Updated Price Waterhouse studies and FET talking points distributed to CART managers.
*Need dates to activate CART members via newsletter and suggest they write their congressional member.

Budget:

2048597252

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Government Affairs*
State Organizations (WEST)

*5/6/93

Lead Responsibility: PM: Tina Walls
RJR:

FET ■ **ETS** ❐

Time Line:
Ongoing

Description: Organizations who may be willing to write a letter in opposition to the FET.

Action:
- Listing prepared.
- Need target--White House?? State Congressional Delegation?? Both??
- Need fact sheet and sample letters

REGION VII:
Illinois
- IL Manufacturers Association - Greg Baise
- IL Retail Merchants Association - David Vite
- AFL-CIO State of IL - Richard Walsh
- Agri-Business Council of IL - Ron Hoffman
- AMAX Coal Industries - David Finkenbinder
- Anheuser-Busch Companies, Inc. - Gerry Shea
- Archer Daniels Midland Co. - James Houlihan
- IL Beef Council - Ron Hoffman
- Associated Beer Distributors of IL - Bill Olson
- Caterpillar - Bill Compton
- IL Coal Association - Joe Spivey
- Coin Machine Operators Association - John O'Connell
- Corn Growers Association - Jack Fisher
- Deere & Co. - Robert Anderson
- Distrilled Spirits Council - Ken Buzbee
- IL Farm Bureau - Richard Clemmons
- Food Retailers Association - David Vite
- Hotel & Restaurant Employees Union - Henry Anselmp
- Hotel/Motel Association - Tim Hennessey
- Mid-west Truckers Association - Todd Renfrow

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Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

State Organizations (WEST)
(Continued)

- Nurserymen's Association - Tim Hennessey
- Pepsi Cola - Malcolm Chester
- Pork Producers Association of IL - Donna Garman
- R.J. Reynolds - Larry Suffredin
- IL Restaurant Association - Larry Suffredin
- Retail Liquor Association - Jim Colombia
- Soft Drink Association - Dick Lockhart
- Liquor Stores Association
- Miller Brewing Co.
- IL Wholesale Liquor Distrib.
- Wine Institute
- Motorcycle Dealers Association
- New Car/Truck Dealers Association
- Small Truckers Alliance
- Mid-West Truckers Association
- IL Trucking Association Inc.
- A.E. Staley Manufacturing Company
- Brown & Williamson Tobacco Corp.
- Cigar Association of America
- Management Association of IL
- Smokeless Tobacco Council, Inc.
- Tobacco and Candy Distributors Association
- Tobacco Institute
- National Federation of Independent Business
- IL Small Business Association
- IL Aggregate Producers Association
- Clark Oil and Refining
- Kerr-McGee Corporation
- Marathon Oil Company
- Petroleum Council of IL
- Shell Oil Company
- Sithe Energies USA, Inc.
- Tomzek Oil Company
- Torco Oil Co.
- Union Oil Company of California
- Abate
- Racing Association of IL
- AARP
- Taxpayers' Federation of IL
- Tobacco Labor Management Committee

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Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

State Organizations (WEST)
(Continued)

- International Brotherhood of Teamsters Joint Council 25
- United Food and Commercial Workers Union 881
- Walgreen Co.
- Patrick Media Group

Iowa

- IA Farm Bureau - Merlin Plagge (target Lightfoot and Grandy)
- IA Association of Business & Industry - Mark Douglas
- IA Taxpayers' Federation - Rick Philips
- IA AFL-CIO (target Harkin)
- John Deere (Foundry, Davenport Works, Des Moines Works, Duburque Works, Engine Works, Waterloo Works, Product Engineering Center, Ottumwa Works)
- Monsanto Agricultural Company - Dennis Cavner
- ADM Corn Sweetners - Ken Plum
- Archer Daniels Midland Company - G.W. Hagwood
- ADM Corn Processing - Ray Neff
- Grain Processing Corporation - Willam B. Trent, Jr.
- Terra International - Larry E. Thompson
- Arcadia Corporation - Randy Bleuins
- Amana Refrigeration, Inc. - Michael P. Watts
- Maytag Corporation - Janis Cooper
- Rockwell Internation/Collins Avionics - John Girotto
- Cargill, Incorporated - Larry Fogdall
- Quantum Chemical Corp./USA Division - Alan J. Houlton
- Lehigh Portland - Ken Blum
- The Quaker Oats Company - Kenneth I. Dykes
- R.R. Donnelly Printing Company LP - Jary Johnson
- Climax/Molybdenum Company - Tommy Kearns
- Hon Industries - Stanley M. Howe
- J.I. Case Company - Lorrin "Butch" DeBlieck
- Keokuk Ferro-Sil, Incorporated - T.M. (Mike) Morris

Minnesota

- Citizens for Tax Justice - Wayne Cox
- MN Retail Merchants - Judy Cook
- MN Licensed Beverage Association - John Berglund
- MN Grocers Association - Joel Hoiland
- AFL-CIO - Bob Roots
- Teamsters - Wes Lane
- ASFCME - Elliott Siede

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Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

State Organizations (WEST)
(Continued)

Wisconsin

- WI Automobile & Truck Dealers Association - Gary Williams
- WI Federation of Cooperatives
- WI Association of Convenience Stores
- WI Farm Bureau Federation
- WI Grocers Association
- WI Innkeepers Association
- WI Jewelers Association
- WI Merchants Federation
- Metropolitan Milwaukee Association of Commerce
- Milwaukee Teachers Education Association
- WI Motor Carriers Association
- Murphy Oil USA, Inc.
- WI Division of the Petroleum Council
- American Petroleum Institute - Rob Bartett
- Petroleum Marketers Association of WI
- WI Restaurant Assocation
- WI Retired Teachers Association
- WI School Bus Association
- AFL-CIO WI Federation of Teachers
- Tobacco Institute
- WI Wholesale Beer Distributors Association
- Association of WI Wineries
- WI Association of Distributors
- WI Wine & Spirits Institute
- Distilled Spirits Council of U.S.
- WI Chapter of AARP (National President resides in WI)
- WI Association of Truck Stop Operators
- WI Retail Gasoline & Automotive Trades Association
- Tavern Hosts of WI
- Tavern League of WI
- WI Taxpayers Alliance
- WI Manufacturers & Commerce
- WI Farm Bureau Federation
- Federation of Tax Administrators, Washington - Ron Alt
- WI Advertising Assocation (billboards)
- Agri-Business Council - Russ Weisensel
- American Farm Trust - William O'Connor
- Amusement and Music Operators - Ed Blume
- Anvan Development Corporation - Tony Earl

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State Organizations (WEST)
(Continued)

- Automatic Merchandising Council - Tony Driesson
- Avis Rental Cary System - Sharon Cook
- Beverage Licensees Association - Jim Buckley
- Bowling Proprietors Association - Michael Birkley
- Bradley Center Corporation - Sharon Cook
- Brewers Association - Bob Marotz
- Campground Owners Association - Tom Coenen
- Commercial Fisherman Ins. - Gary Goyke
- Convention and Visitors Bureau - Tony Varda
- Cream City Liquor - Bill Broydrick
- Distributors Association - Jim Wimmer
- Farm Bureau - Roger Cliff
- Innkeepers Association - Tom Coenen
- WI Association of Lakes, Inc. - Bill O'Connor
- Live Stock Dealers - Gervase Hephner
- Marine Manufacturers Association - Mike Brosek
- Metropolitan Association of Commerce - Mary Jo Paque
- Milk Haulers Association - Gervase Hephner
- Motor Carriers Association - Tom Valley
- Coalition of Responsible Vendors - Janet Swanby
- Restaurant Association - Bob Goldman
- Retail Gasoline and Automotive Trades Assn. - Tom Coenen
- Road Builders - Jim Wimmer
- School Bus Association - Charles Hiltson
- Southland Corporation - Norm Anderson
- Super America - Sharon Cook
- Tavern League - Steve Brist
- Tourism Federation - Tom Coenen
- Tourism Attractions - Chip Gerlach
- Truckstop Operators - Tom Coenen
- Wine and Spirit Institute - Jim Wimmer
- WI Dells Visitors Bureau - Jim Wimmer
- LaCrosse Area Visitor and Convention - Marty Schrieber

REGION VIII:

2048597257

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

State Organizations (WEST)
(Continued)

REGION IX:
Louisiana
LOUISIANA CART ADVISORY COMMITTEE:
Beer Industry League of Louisiana
Mr. George F. Brown
575 North Eighth Street
Baton Rouge, LA. 70802

Louisiana Grocers Association, Inc.
Ms. Barbara J. Easley
Post Office Box 80732
Baton Rouge, LA. 70898-0732

Louisiana Motor Vehicle Rental & Leasing Dealers Association
Mr. Terry G. McFillen
401 East Pinhook Road
Lafayette, LA. 70501

Louisiana Oil Marketers Association
Ms. Holly Abington
Post Office Box 80357
Baton Rouge, LA. 70898

Louisiana Restaurant Association
Ms. Sherri E. McConnell
5800 Perkins Place, #4
Baton Rouge, LA. 70808

Louisiana Retailers Assocation
Mr. Nick Perez
Post Office Box 44034
Baton Rouge, LA. 70804-4034

Louisiana Soft Drink Association
Mr. Norman Ferachi
603 Europe Street
Baton Rouge, LA. 70802

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State Organizations (WEST)
(Continued)

Louisiana Wholesale Food & Tobacco Distributors Association
Ms. Sarah L. Whalen
Post Office Box 64528
Baton Rouge, LA. 70896

Louisiana Mid-Continent Oil & Gas Association
Mr. B. Jim Porter
801 North Boulevard, Suite 201
Baton Rouge, LA. 70802-5727

Miller Brewing Company
Mr. M. L. "Bud" Mapes
Post Office Box 44352
Baton Rouge, LA. 70804-4352

R. J. Reynolds Tobacco Company
Mr. C. J. Blache
One American Place, 23rd Floor
Baton Rouge, LA. 70825

Tobacco Institute
Ms. Joe G. Wood
970 Monterrey Boulevard
Baton Rouge, LA. 70815

REGION X:

Arizona

- Retail Grocers Association (local chapter of National Association of Convenience Stores) - John Mangum

Colorado

- Club 20 (target Congressional delegation)

North Dakota

- ND Hospitality (Tavern and Restaurant Assn.) - David Myer
- ND Candy and Tobacco Association - Dave Myers
- NFIB - Larry Klemin
- ND Association of Counties - Mark Johnson

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Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

State Organizations (WEST)
(Continued)

REGION XI:

Idaho

- ID Association of Commerce and Industry
- Associated Taxpayers of ID

Montana

- MT Farm Bureau
- MT Farmers Union
- MT Senior Citizens Association
- MAGPI, Inc.
- MT Beer and Wine Wholesalers Association
- MT Association of Tobacco and Candy Distributors
- MT Stockgrowers Association
- MT Automobile Association
- MT Automobile Dealers Association
- MT Innkeepers Association
- MT Motor Carriers Association
- MT Manufactured Housing Association

Utah

- UT Rights Coalition (Linda Wynn--could also be a Jane Q)
- UT Taxpayers Association (Howard Stephenson--also state rep)

REGION XII:

California

- CA Chamber
- CA Manufacturers
- CA Farm Bureau
- CA Grocers Association
- CA Association of Neighborhood Stores
- MAGA
- MALDEF
- National Black Chamber
- Oakland Chamber
- CA Republican Party
- Wine Institute
- CA Truckers Association
- CA Taxpayers Association
- CA Local Association of Democrats
- Republican Local Elected Officials Committee
- CA Package Store and Tavern Owners Association (Frank Gomez)

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Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

State Organizations (WEST)
(Continued)

Hawaii
- HI Chamber (target Congressional delegation)
- HI unions (target Congressional delegation)

NATIONAL
- National United Affiliated Beverage Association (NUABA) - Frank Gomez

Budget:

2048597261

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project *Government Affairs*

Key State Opinion Leaders (WEST)

*5/6/93

Lead Responsibility: PM: Tina Walls/RDs West
RJR:

FET ■ ETS ❐

Time Line:
Ongoing

Description: Listing of key opinion leaders by state.

Action: Continuous development of listing. Need activation instructions.

REGION VII:
Minnesota
Paul Ogren - former DFL legislator and author of HealthRight, the MN universal healthcare program passed last year. He opposed using an unreliable, shrinking source of income for the program.

REGION VIII:

REGION IX:

REGION X:
New Mexico
Leonard Napolitano - Administrator for the University of NM Medical Center which receives 2.5 cents from cigarettes which is used for bonding for new buildings and cancer research. Bobby thinks that he may say something to the effect that a substantial increase in the FET would diminish their revenues.
North Dakota
Dean Meyer - lobbies for counties; was former Senator

REGION XI:

REGION XII:

Budget:

2048597262

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

Project Government Affairs
Homestate Visits

*5/6/93

Lead Responsibility: PM: Kathleen Linehan
RJR:

ETS ☐ FET ■

Time Line:
-Ongoing

Description:

Action:
-See following list for names of those to be contacted during Easter Recess.
-To begin during Easter Recess - April 2-12, 1993.

Budget:

2048597263

Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

ALABAMA

Rep. Bevill
Rep. Browder
Rep. Cramer
Rep. Everett (R)
Rep. Hilliard
Sen. Heflin
Sen. Shelby

ALASKA

ARIZONA

Rep. Coppersmith
Rep. English
Rep. Pastor

ARKANSAS

Rep. Dickey (R)
Rep. Lambert
Rep. Thornton
Sen. Bumpers
Sen. Pryor

CALIFORNIA

Rep. Becerra
Rep. Brown
Rep. Condit
Rep. Dellums
Rep. Dixon
Rep. Dooley
Rep. Eshoo
Rep. Fazio
Rep. Filner
Rep. Hamburg
Rep. Harman
Rep. Lewis (R)
Rep. Matsui
Rep. Roybal-Allard
Rep. Schenk
Rep. Stark
Rep. Torres

CALIFORNIA (Cont.)

Rep. Tucker
Rep. Waters
Rep. Woolsey

COLORADO

Rep. McInnis (R)

CONNECTICUT

Rep. Franks (R)
Rep. Kennelly
Sen. Lieberman

DELAWARE

DISTRICT OF COLUMBIA

Delegate Norton

FLORIDA

Rep. Bachus
Rep. Brown
Rep. Deutsch
Rep. Diaz-Balart (R
Rep. Fowler
Rep. Gibbons
Rep. Hastings
Rep. Hutto
Rep. Johnston
Rep. Meek
Rep. Peterson
Rep. Ros-Lehtinen (R)
Rep. Thurman
Sen. Graham

GEORGIA

Rep. Bishop
Rep. Collins (R)
Rep. Darden
Rep. Deal

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Source: https://www.industrydocuments.ucsf.edu/docs/xzfl0000

GEORGIA (Cont.)

Rep. Gingrich (R)
Rep. Johnson
Rep. Kingston (R)
Rep. Lewis
Rep. Linder (R)
Rep. McKinney
Rep. Rowland
Sen. Coverdell
Sen. Nunn

HAWAII

IDAHO

Rep. Crapo (R)
Rep. LaRocco

ILLINOIS

Rep. Collins
Rep. Durbin
Rep. Evans
Rep. Gutierrez
Rep. Manzullo (R)
Rep. Michel (R)
Rep. Reynolds
Rep. Rostenkowski
Rep. Rush
Sen. Moseley-Braun

INDIANA

Rep. Buyer (R)
Rep. Jacobs
Rep. Long
Rep. McCloskey

IOWA

Rep. Grandy (R)
Rep. Leach (R)
Rep. Nussle (R)
Rep. Smith

KANSAS

Rep. Glickman
Rep. Slattery
Sen. Dole (R)
Sen. Kassebaum(R)

KENTUCKY

Rep. Baesler
Rep. Barlow
Rep. Bunning (R)
Rep. Mazzoli
Rep. Natcher
Rep. Rogers (R)
Sen. Ford
Sen. McConnell (R)

LOUISIANA

Rep. Fields
Rep. Hayes
Rep. Jefferson
Rep. Tauzin
Sen. Breaux
Sen. Johnston

MAINE

Sen. Mitchell

MARYLAND

Rep. Bartlett (R)
Rep. Cardin
Rep. Hoyer
Rep. Mfume
Rep. Morella (R)
Rep. Wynn
Sen. Mikulski
Sen. Sarbanes

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